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if your skin is roughened by the wind, or chapped by the cold, and rub it on chafing, blisters and scalds. It takes out the fire of burns at once. A mere application of SPIM Ointment will relieve instantly. Use it sparingly—use it as sparingly as if it cost \$1,000 a box, because the mere touch does its perfect work.

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For one wrapper of SPIM Soap or SPIM Ointment. SPIM Soap costs 25 cents. SPIM Ointment, 50 cents. Insist on "SPIM"—don't take substitutes. If you are unable to obtain SPIM Soap or SPIM Ointment from your druggist, send us his name and we will sell you direct postage prepaid in the United States and Canada, and for your trouble in sending your money direct to us we will mail you our elaborate album at once. Your money back if you ask it. Our "Cheer up" book mailed to any one on request.

\$500 in Cash Prizes for Beautiful Babies

There will be 44 prizes in all, \$500 for the prettiest, etc. Send for entrance blank.

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NOTE—With my national reputation as the manufacturer of Knox's Gelatine could I afford (even if I would) to be associated with an article without merit? I personally guarantee SPIM Soap and SPIM Ointment to the women of America. It is all that is claimed for it.—CHAS. B. KNOX.



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THE POINT of VIEW

By Michael White

THE smoking compartment was occupied by three passengers. An elderly man with an iron-gray mustache, who was leisurely enjoying a cigar, withdrew his gaze from the window to remark that they were passing through a historic country.

"Delightful!" responded the second passenger, who wore his beard and mustache trimmed Van Dyke fashion. "Do you notice the contrasting splashes of color on the hillside yonder?"

"Splashes of color?" echoed the first passenger reflectively. "Yes, there were big splashes of another kind there once, though."

"Ah, my geographical memory fails me at the moment."

The first passenger flicked the ash off the end of his cigar, and extended a hand to draw attention to a particular feature of the landscape.

"There," he explained, "is where General McQueen made his flank movement and charge that won the battle of the Crossways."

The second passenger at once became deeply interested. "You don't say so?" he exclaimed. "I had forgotten that we should reach the Crossways so quickly. Yet I thought the spot seemed familiar. It must have been from the bridge over there that Andrew Vermile sketched his masterpiece."

The third passenger here interposed. He was brisk in manner, and though "barbered" to appear twenty-five he was probably forty.

"And now owned by Henry Gartenmeyer, gentlemen," said he. Then with a note of confidence: "Mr. Gartenmeyer paid fifty thousand dollars for the picture, but it turned out a fine business proposition."

The first passenger, without noticing the remarks of the other two, proceeded meditatively: "Yes, it was the turning-point of the campaign, in this part of the country. It displayed McQueen's genius as a strategist."

"Mr. Gartenmeyer, gentlemen," continued the third passenger in his former vein, "put out a line of dress-goods with two hundred fifty thousand lithograph reproductions of that picture in gilt frames at four dollars and ninety-seven cents each. He cleaned up the whole lot inside of three months. Right there he proved his nerve and business capacity."

He of the Van Dyke-appointed countenance glanced casually at the last speaker, and addressed a remark generally:

"It was a thousand, a hundred thousand, pities the picture was made so commonplace. A great work of art! The scheme so full of color and action in comparison to the peaceful setting of the landscape! It represented the summit of Vermile's superb talent."

The passenger of the gray mustache regarded with doubt the champion of Mr. Vermile's reputation, as he said pointedly: "I was thinking of General McQueen's qualities as a soldier. He was one of our greatest generals, sir."

"Certainly," replied the second passenger affably; "but I was thinking rather of the genius of Andrew Vermile who immortalized General McQueen's action on canvas."

"And Mr. Gartenmeyer's nerve, gentlemen," added the third passenger, "in throwing out that line of lithograph reproductions and dress goods. Great! Great!"

Then followed a pause in which each glanced interrogatively at the other.

"General McQueen proved himself a magnificent soldier by that action."

"Vermile will be regarded for all time as a painter among painters by that picture."

"That stroke, gentlemen, enabled Mr. Gartenmeyer to found the largest dry-goods house in the world."

The first passenger began argumentatively: "Mr. Vermile, as you say, may have painted a good picture, but I

(Continued on page 18)

MRS. JOHN A. LOGAN'S TALKS TO WOMEN

The Bride's Endowment

This is the sixth of Mrs. Logan's Series of Informative Talks

WEBSTER'S Dictionary defines "endowment" "Act of settling a fund or permanent provision for the support of any one."

"Endow" "to make pecuniary provision for. To furnish with dower. To enrich."

The above literally describes the effect of Endowment Insurance. In my last article I promised to begin this week and explain in detail as to how "Endowment" or Investment Insurance protects all classes in all conditions. First, I was to discuss the protection of the bride.

Those, especially of limited means, about to be married, or those just married, should carefully decide how much of the salary or income it is advisable to set aside, to save. If the weekly salary is twenty to thirty dollars, in my opinion at least one-fifth of this should be put aside, say, from \$4.00 to \$6.00 per week. And now let us see how much Endowment Insurance this will purchase. Let us find out, with this amount saved every week, to what extent the wife and the family will be protected. If insurance under an "Optional Life or Endowment Policy" is applied for, premiums will be paid for twenty years, and if the policy is taken out when the husband is twenty-five years of age, the amount to be paid each year will be \$317.00 for Ten Thousand Dollars of insurance. So that by saving \$317.00 a year, or just about \$6 a week, insurance can be secured for \$10,000.00.

During the twenty years, the family is fully protected by the \$10,000 insurance. If death should unfortunately come, is not \$10,000 a comfortable little fortune to leave to the family?

If, however, the husband lives, let us see what happens at the end of the twenty years. Why, you have just been saving up money. The Metropolitan will pay you \$6,620 in cash, which is \$280.00 more than the total amount you have paid in premiums; or, if you prefer, you can have paid up insurance, if you are still in good health, for \$14,500, with no more premiums to pay.

The Metropolitan also gives other options at the end of the twenty years, which will be more fully explained when you write to me. The general and basic idea of the whole plan is, SAVE a little each week. If the husband dies during the twenty year period, the family gets a comfortable fortune. If he lives, at the end of the twenty years he and the family get the comfortable fortune that has been so easily accumulated.

I cannot conceive of any better system or method of gathering together a reasonable fortune. A definite, fixed plan of this sort should be decided upon and acted upon by every young couple as the surest way to save and have something for adversity or advancing age. There are many ways in which the wife in the family of moderate circumstances can aid in keeping up an endowment policy; she can earn in a genteel way money outside of the regular allowance, wages or salary. And there are few men who could not, if they would, secure extra work enough to keep up their premium. One thing is quite certain. If you and your family cannot afford to keep up insurance for \$10,000 you can afford \$2,000, \$3,000 or \$8,000, and policies can be secured for any amount desired which your income allows you to undertake. Do not, under any circumstances, attempt to carry a policy too large in amount, or you may become discouraged. Better to start in a small way; then if there is an improvement in your resources in the course of two or three years, take out another policy, and thus gradually

increase your insurance as you are prospered in life.

It is extremely difficult to explain the possibilities in all cases without knowing the individual conditions, and therefore, as I have repeatedly said, write to me and let me know everything concerning your own little family. My advice will surely be of assistance to you. Remember one other thing. These articles are written for the benefit of the women of this country, and in order that they may understand the possibilities for them if they will avail themselves of the liberal offers of the Metropolitan Life Insurance Company. These articles are an appeal to women to take up the question of Life Insurance with their husbands or fiancés and persuade them to take the surest and shortest road to accumulate a comfortable sum for the future come weal or woe.

If you have not previously written to me, do so now, without further delay.

I will gladly send to you upon application, the literature of the Metropolitan Life Insurance Company and advise you of the best plan to suit your needs.

Address your letters to

Mrs. John A. Logan

Information Bureau,

Metropolitan Life Ins. Co.

New York City.

Each week Mrs. Logan's informative talks will appear in this column.

THE INFLUENCE OF MIND

AT one time Dumas was publishing in a Paris daily paper a serial in which the heroine, a prosperous and happy girl was attacked by tuberculosis. He had described the slow, wasting symptoms touchingly and vividly, and had excited thereby great interest in the heroine.

One day the Marquis Dalmien waited upon him and said "Dumas, have you composed the final chapter of your serial now being published?"

"To be sure."

"Does your heroine die?"

"Why, of course she does—dies of consumption. How could she live after such symptoms as I have described?"

"But, man, you must make her live—the catastrophe must be changed!"

"That is impossible."

"It cannot be impossible. It must be changed, for upon your heroine's life depends my daughter's."

"Your daughter's?"

"Alas, yes! She has all the various conditions and symptoms which you have so feelingly described in your story, and watches mournfully for every paper, reading her own fate in that of your heroine. If you make your heroine live, my daughter, whose imagination has been so deeply impressed, will also live; but if you insist upon killing your young lady I am confident that my daughter's life cannot be saved."

"Well! Strange indeed! But—a life to save is a temptation not to be resisted."

Dumas altered the last chapter of his story to fit the occasion. His heroine experienced a miraculous recovery and lived happily ever after.

Several years afterward Dumas and the Marquis met one evening at a party.

"Dumas," exclaimed the delighted Marquis, "let me present my daughter, who owes her life to you!"

"What? This fine looking woman who looks like Jeanne d'Arc?"

"Yes, indeed. She is married and has four children."

"Well we are even—my story has passed through four editions."

"One thing that I have particularly noticed about all these 'ere strikes,' ruminated the Old Colger, "is that just when everybody else quits work and goes to rioting and belching forth fire, smoke and lava, fingeratively speaking, the Innocent By-stander drops whatever else he may have on hand and hurries to his post of duty, and sticks there till he gets killed or mangled, according to the great law of Predestination."



Let this Machine do your Washing Free.

There are Motor Springs beneath the tub. These springs do nearly all the hard work, when once you start them going. And this washing machine works as easy as a bicycle wheel does.

There are slats on the inside bottom of the tub. These slats act as paddles, to swing the water in the same direction you revolve the tub.

You throw the soiled clothes into the tub first. Then you throw enough water over the clothes to float them. Next you put the heavy wooden cover on top of the clothes to anchor them, and to press them down.

This cover has slats on its lower side to grip the clothes and hold them from turning round when the tub turns.

Now we are all ready for quick and easy washing. You grasp the upright handle on the side of the tub, and, with it, you revolve the tub one-third way round, till it strikes a motor spring.

This motor spring throws the tub back till it strikes the other motor spring, which in turn throws it back on the first motor spring.

The machine must have a little help from you, at every swing, but the motor springs, and the ball bearings, do practically all the hard work.

You can sit in a rocking chair and do all that the washer requires of you. A child can run it easily full of clothes.

When you revolve the tub the clothes don't move. But the water moves like a mill race through the clothes.

The paddles on the tub bottom drive the soapy water THROUGH and through the clothes at every swing of the tub. Back and forth, in and out of every fold, and through every mesh in the cloth, the hot soapy water runs like a torrent. This is how it carries away all the dirt from the clothes, in from six to ten minutes by the clock. It drives the dirt out through the meshes of the fabrics WITHOUT ANY RUBBING, without any WEAR and TEAR from the washboard.

It will wash the finest lace fabric without breaking a thread, or a button, and it will wash a heavy, dirty carpet with equal ease and rapidity. Fifteen to twenty garments, or five large bed sheets, can be washed at one time with this "1900" Washer.

A child can do this in six to twelve minutes better than any washer woman could do the same clothes in TWICE the time, with three times the wear and tear from the washboard.

This is what we SAY, now how do we PROVE it? We send you our "1900" Washer free of charge, on a full month's trial, and we even pay the freight out of our own pocket.

No cash deposit is asked, no notes, no contract, no security.

You may use the washer four weeks at our expense. If you find it won't wash as many clothes in FOUR hours as you can wash by hand in EIGHT hours you send it back to the railway station—that's all.

But, if, from a month's actual use, you are convinced it saves HALF the time in washing, does the work better, and does it twice as easily, as it could be done by hand, you keep the machine.

Then you mail us ten cents a week till it is paid for. Remember that ten cents is part of what the machine saves you every week on your own, or on a washer woman's labor. We intend that the "1900" Washer shall pay for itself and thus cost you nothing.

You don't risk a cent from first till last, and you don't buy it until you have had a full month's trial.

Could we afford to pay freight on thousands of these machines every month, if we did not positively KNOW they would do all we claim for them? Can you afford to be without a machine that will do your washing in HALF THE TIME, with half the wear and tear of the washboard, when you can have that machine for a month's free trial, and let it PAY FOR ITSELF? This offer may be withdrawn at any time it overcrows our factory.

Write us TODAY, while the offer is still open, and while you think of it. The postage stamps is all you risk. Write me personally on this offer, to: R. F. Forbes, General Manager of "1900" Washer Company, 312 Henry St., Binghamton, New York.

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THE POINT of VIEW

(Continued from page 17)

question whether he is to be compared with the actual hero of it."

"Ah," retorted the second passenger, "you forget that it is chiefly through the genius of Vermile that we appreciate the action of General McQueen."

"And by Mr. Gartenmeyer's keen business push, gentlemen," said the third passenger, "that the General and the artist were made familiar in two hundred fifty thousand American homes."

"Why," asked the first passenger, "without General McQueen's action, where would have been your Vermile?"

"And without Vermile, where would be General McQueen's action? Forgotten, most likely."

"Just so, both of 'em," added the third passenger, "unless Mr. Gartenmeyer had thrown out that line of lithograph reproductions."

"I do not fall in with your argument, sir," said the first passenger.

"I regret to differ from you still," smilingly responded the second.

"Perhaps," remarked the first passenger with a touch of pride, as he rose when the train slowed down, "you may be inclined to alter your opinion when you know that I had the honor to serve under General McQueen at the battle of the Crossways."

The second passenger rose also and bowed slightly.

"And you sir, may change yours when I inform you that I was a student of Vermile when he painted his masterpiece."

"Well, that's strange," capped the third passenger, withdrawing a cigar from a store ranged like cartridges in his waistcoat pocket, "because I was an office-boy in Mr. Gartenmeyer's establishment when he drove three competing houses off the sidewalk by that stroke of his. Two hundred fifty thousand lithograph reproductions of What's-His-Name's picture of General McQueen at the Crossways at four dollars and ninety-seven cents, with a line of dress-goods thrown in. I tell you, gentlemen, Mr. Gartenmeyer was a wonder!"

The Skeleton at the Feast

By Eben E. Rexford

Gee! But I'd some fun has' night.

Kate's a feller on the string.

Thinks he knows an awful sight—

Green as grass, or anything!

She kep' lookin' at the clock,

Motionin' fer me to go;

But I set there like a rock

Jest a-grinnin' at her beau.

He'd say suthin' dreftful low—

Git his head down close to her'n,

'N' I'd cough, 'n' she would grow

Red, as if her face would burn,

'N' they'd set up kind o' straight

Fer a spell, but demebly Jim

He'd ferget, 'n' kep' to rids Kate,

'N' she'd kind o' kep' to rids him,

'N' I'd cough ag'in. Gee whiz!

How they'd jump! 'n' Kate would say:

"What a nuisance some folks is!"

'N' glare at me the worst way.

'N' they'd eat 'n' eat 'n' eat

From his candy-box, and she—

My! she'd try to look so sweet,

'Ceptin' when she looked at me!

Bimeby, all to wunst, he said,

Kind o' softsoap like to me:

"Time all good boys went to bed.

Here's some choc'lit creams," sez he.

"Take 'em, take 'em, bub, 'n' skip."

First I tho't I wouldn't go.

But if I let that chance slip

'Nother mightn't come, you know.

So I grabbed the box 'n' run.

How he grinned—you ort to see!

When I hollered, jest fer fun:

"Say, kiss Kate good-night fer me."

Kate's been findin' fault, I know,

Fer ma sez to me, to-day:

"Nex' time Jim comes here, you go

Right straight off to bed 'n' stay."

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BY

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